



## INTER-OFFICE CORRESPONDENCE

Niagara Falls

TO: Westport

FROM: T.E. Purcell ✓

11-28-73

ATTENTION: P. Hoey

SUBJECT: 1974 ZIRCON SAND REQUIREMENTS

COPIES TO:  
G.E. Bucci  
D.G. Frye  
L.L. Edwards  
J.P. Madden  
H. Erichs  
G. Coleman  
G. Maas

1975 @ 1,000,000#/Mo = 5,200 T/Yr

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Our present inventory of zircon sand is 7,000 tons. On 1/1/74 the inventory is estimated to be 6,300 tons.

Our requirements for 1974, based on J.P. Madden's memo of 9/26/73 re. Wah Chang and Amax estimated needs are as follows:

4,500 Tons ZrSiO<sub>4</sub> (with Wah Chang @ 500,000#/mo. ZrCl<sub>4</sub> and 5100 T/Yr ZrCl<sub>4</sub> Amax @ 350,000#/mo.)

2,600 Tons ZrSiO<sub>4</sub> additionally would be required if the sales of ZrCl<sub>4</sub> were to increase by 500,000#/mo. 3000 T/Yr

At the former level of production, our 1974 requirements are on hand. At the increased level, we require an additional 800 tons to be received in the 3rd quarter 1974 for 1974.

Last week the Carborundum Company's Mr. Paul Kirby requested that they buy 300 tons of zircon sand from Stauffer. If our 1974 usage is at 4,500 tons, we could sell 300 tons to Carbo. and adjust our 1974 purchases for 1975. Our estimated inventory on 1/1/75, having aided the Carbo. Co., would be 1,500 tons. However, at a 7,100 ton/year rate, the request for 300 tons would increase the purchase requirements for 1974 use from 800 tons to 1,100 tons, (again, with 3rd quarter delivery required.)

In summary:

Present Inventory .....	7,000 tons
Estimated 1/1/74 Inventory .....	6,300 tons
Required for 1974 Est. Sales ZrCl <sub>4</sub> .....	4,500 tons
Estimated 1/1/75 Inventory .....	1,800 tons

Additional Req. for an increase of 500,000#/mo. ZrCl <sub>4</sub> sales .....	2,600 tons
Additional Req. to be purchased in 1974 for above increase .....	800 tons
Additional Req. to be purchased in 1974 for Carbo. ....	300 tons
Total additional req. to be purchased in 1974 for 1974 .....	1,100 tons

(The conversion factor for zircon sand is approx. .87 i.e., 1 ton ZrCl<sub>4</sub> requires .87 tons zircon sand.)

T.E. Purcell  
SMC-789 0747

SAFEGUARD COMPANY INFORMATION